

Business Development Manager

Bravo LT needs you to be a part of our highly motivated group of technology experts. We share a passion for technology and the community we serve, and we are committed to building long-lasting, productive relationships. We focus on giving back to the community, positively impacting society, and providing quality solutions that work. Our mission is to empower others through compassion, professionalism, and the power of technology.

The Bravo LT Business Development Manager possesses an understanding of leadership, strategic thinking, and execution. They will lead up the sales function here at Bravo LT.

Responsibilities

- Oversee and actively manage sales and business development of Bravo LT services, which include:
 - Custom software
 - Nearshore software development
 - IT staff augmentation
 - AWS cloud services
 - Agile training
- Modernize and maintain the Bravo LT Sales Playbook, including processes such as: prospecting, initiating contacts, managing objections, closing sales, etc.
- Expand into new markets to create new accounts and prosperous business relationships
- Ensure a positive customer experience throughout entire engagement, from initial prospecting, through generation of SOWs, ensuring quality delivery of consulting services
- Gain a deep understanding of client needs to establish a proof of value while negotiating with stakeholders to ensure win-win outcomes for all parties involved
- Fill sales pipelines (pre-sales/prospecting) through active selling to ensure sustainable organizational growth
- Coordinate with marketing team on the social media strategy to engage potential buyers
- Interact heavily with Salesforce CRM to track new business development
- Deliver and refine best practices into the business development playbook to ensure Bravo LT is always targeting the best prospects in the market
- Attend networking events to build new relationships with potential buyers
- Work closely with the Director of Technical Recruiting to deliver candidates in a timeframe that allows Bravo LT to meet their client expectations

Basic Qualifications

- Values include grit, accountability, passion, hard-work, and professionalism
- Experience in software or staffing business development, sales, and marketing
- Bachelor's degree in relevant area of study
- Experience building custom solutions that meet the challenges customers are facing
- Strong interpersonal and communication skills and the ability to interact with a diverse group of clients and colleagues at a high degree of professionalism
- Willingness to travel to meet with clients and prospects

To apply for this opportunity, please visit the Bravo LT Career Opportunities webpage at:

<http://bravoLT.com/careers/>

Locations: San Pedro Garza Garcia, MX (Monterrey)